

Message Text

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PAGE 01 ASUNCI 00855 041936Z

64

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 041909Z MAR 75
FM AMEMBASSY ASUNCION
TO SECSTATE WASHDC 4502
INFO USDOC WASHDC
AMEMBASSY BRASILIA
AMCONSUL RIO DE JANEIRO

LIMITED OFFICIAL USE ASUNCION 0855

USDOC FOR OED/MEPD

E.O. 11652: N/A

TAGS: BEXP, PA

SUBJECT: EQUIPMENT FOR ITAIPU HYDROELECTRIC PROJECT

REF: 1) ASUNCION 5130; 2) ASUNCION 2485; 3) STATE 147218

1. EMBASSY CONTINEUS TO MAINTAIN CLOSE CONTACT WITH PARAGUAYAN ITAIPU OFFICIALS IN ANTICIPATION OF DEVELOPMENTS WHICH WILL IDENTIFY OPPORTUNITIES FOR SALES FOR U.S. EQUIPMENT AND SERVICES.

2. NOTHING SIGNIFICANT HAS DEVELOPED IN THIS REGARD SINCE TENDER FOR TRUCKS AND EXCAVATORS . (SEE REF 1).

3. "ITAIPU" IS ATTEMPTING TO ADHERE TO A TIMETABLE PREPARED BY IECO-ELECTROCONSULT REGARDING TENDER SCHEDULES. IT APPEARS HOWEVER THAT THE SOLICITATION OF BIDS FOR TURBINE GENERATORS IS AS MUCH AS SIX MONTHS BEHIND THE SCHEDULE ORIGINALLY PROPOSED BY IECO-ELECTROCONSULT.

4. AS A RELATED ALTHOUGH SEPARATE MATTER, IT IS ANTICIPATED THAT THE PARAGUAYAN FIRM ITA PORA (SEE REF 2) WILL BE GRANTED THE ITAIPU CEMENT CONCESSION, PERHAPS EVEN BEFORE AN IDB FINANCED FEASIBILITY STUDY

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HAS BEGUN. ITA PORTA MANAGEMENT HAS BEEN TALKING WITH

FULLER CO. (CONTACT--DONALS S. DOUGLAS, VICE PRESIDENT)
AND ALLIS CHALMERS ABOUT THE PROVISION OF EQUIPMENT FOR
THIS \$40 MILLION PROJECT TO SUPPLY 400,000 TONS OF
CEMENT PER YEAR.

5. IN GENERAL TERMS, ALTHOUGH EMBASSY DOES NOT FORESEE
OFFICIAL TENDER SOLICITATION FROM ITAIPU ON ADDITIONAL
MAJOR ITEMS FOR SEVERAL MONTHS, IT WOULD BE HIGHLY
DESIRABLE FOR THOSE U.S. FIRMS WHICH EXPECT TO
PARTICIPATE WHO HAVE NOT YET ESTABLISHED LOCAL REPRESENTATIVES,
TO DO SO AT THE EARLIEST POSSIBLE DATE
AS NON-US FIRMS HAVE BEEN ACTIVE IN THIS AREA AND
MANY "PRIME" FIRMS ARE ALREADY SHOWING SIGNS OF
OVERLOADING. LIKEWISE, REGIONAL SALES MANAGERS
OF SUCH AMERICAN FIRMS MAY FIND IT WELL WORTHWHILE TO
MEET PERSONALLY WITH PARAGUAYAN ITAIPU OFFICIALS IN
ORDER TO GAIN INFLUENCE FOR THEIR FIRMS AND PROVIDE
ASSISTANCE IN THE PREPARATION OF SPECIFICATIONS WHICH
MAY YET BE INCONCLUSIVELY DEFINED.
LANDAU

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Margaret P. Grafeld
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